

## THE IVY NETWORK CORPORATION

WHERE FUTURE AMERICA LISTENS AND LEARNS TO BUY  
242-A YALE STATION • NEW HAVEN, CONN. • 787-0711

WILLIAM B. BATES III  
PRESIDENT

JEFFREY S. HARRIS  
SECRETARY - TREASURER

February 6, 1971

Mr. Jeffrey S. Fannon  
Media Director  
Campus Media Inc.  
165 W. 46th Street  
New York, New York 10036

Dear Jeff:

With reference to your letter of February 2, we have checked our files and come up with the following information:

Of the nine affidavits supposedly outstanding you have received either the affidavits or cancellation noticed for five of them.

WHRB: Catch 22 - you were notified in October this was not accepted.  
Copy of letter sent to this office.

Dick Fisher Sporting Goods - billed for in January--you have the bill and the affidavit

Allegheny Airlines # 2 - billed for in January--you have the bill.

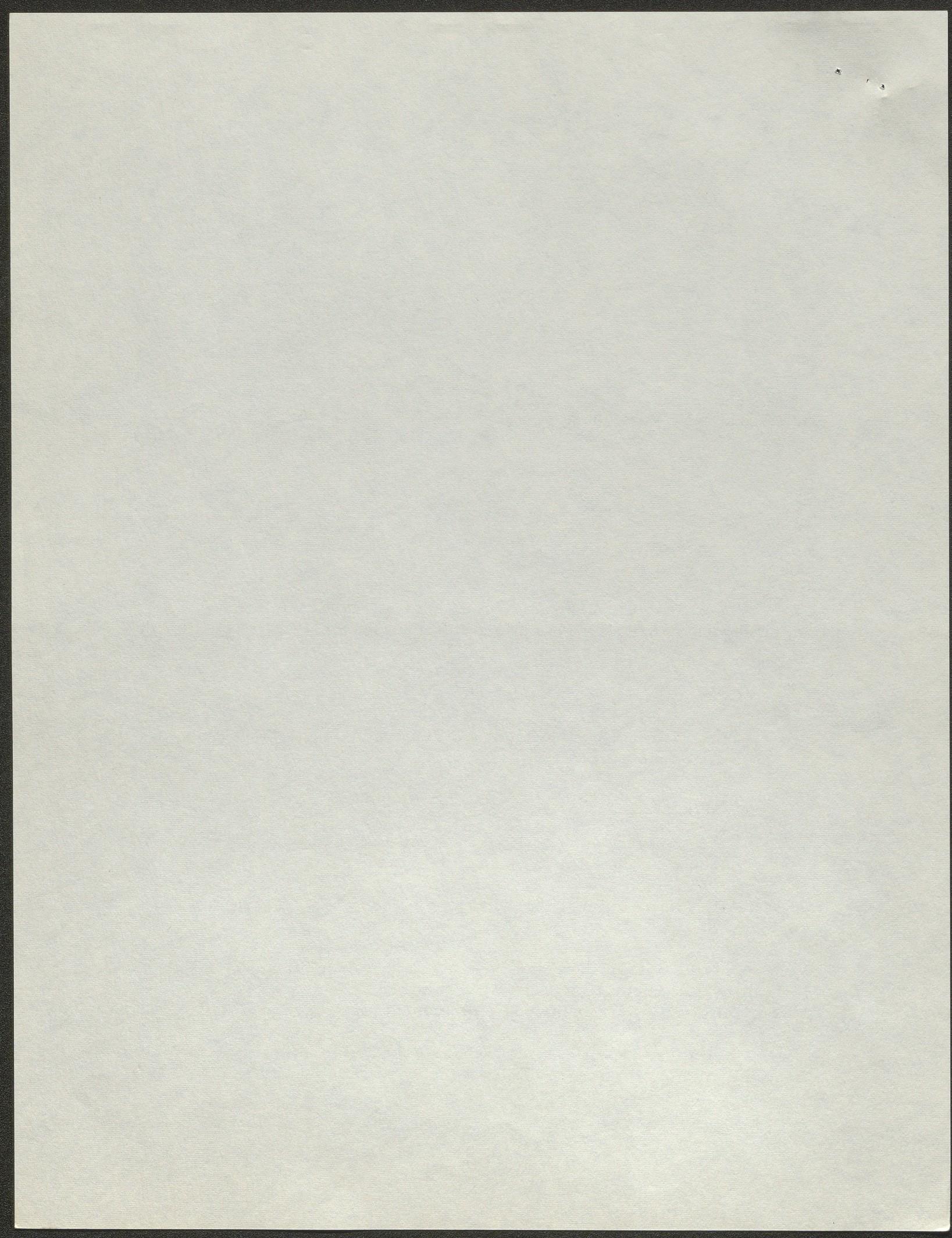
WVBC: Catch 22 - you were notified in October that this buy was not accepted. The station was off the air.

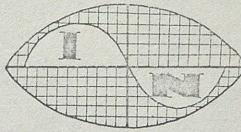
WXPN: Allegheny Airlines #2 - billed for in December. Check that bill again.

We assume the rest of the Harvard spots have been refused. It's a little difficult to tell whether or not they were since acceptances are sent only to your office and you never update the broadcast orders sent here.

In regard to these penalties which you are suddenly assessing, it would be most enlightening if you would tell us just what this penalty schedule is

BROWN: WBRU      COLUMBIA: WKCR      CORNELL: WVBR      HARVARD: WHRB  
DARTMOUTH: WDGR      PENNSYLVANIA: WXPN      PRINCETON: WPRB      YALE: WYBC  
WESLEYAN: WESU      UNION COLLEGE: WRUC      MIT: WTBS      WILLIAMS COLLEGE: WMS  
BOSTON UNIVERSITY: WTBU      LEHIGH: WLRN      RUTGERS: WRSU      BOSTON COLLEGE: WVBC  
AND AFFILIATED STATIONS





and when you feel like assessing these penalties. This is the first we have heard of it other than a threat made to the station representatives at last April's convention. We have been advised that you are engaging in an illegal action in assessing penalties without prior notification of the terms. Please correct this matter at once.

Campus Media is not in the position to decide if they will cut off payment of monies owed us for over a year. It has come to our attention that you still owe Ivy over \$1800 which was owing at the end of last fiscal year. No checks have arrived to cover that since sometime in December. Waiting a month to tell someone about a decision to violate an agreement is very sloppy business practice. Aside from that, we have not received payment for any buys placed this year. In fact, Campus has violated the agreement reached between Bill and George whereby Ivy was to receive half payment for orders upon placing the orders. Campus now owes Ivy over \$5000 for this fiscal year, in addition to the amount owed for last fiscal year. These are not demands, but simply statements of fact.

With regard to Bob Dore, Bob Dore and Student Media are not our representative for anywhere. We have not authorized them to do anything and indeed have not even been in contact with them for several months. Whoever told you that was misinformed. If you have any information that Bob Dore is attempting to represent us without our permission, please forward it to us so that we may take appropriate legal action.

I really wish you guys would cut the shit and get in contact with us immediately by phone when something of an administrative nature goes wrong, instead of writing partially unfounded letters and doing things which aren't quite legal. We would also appreciate resumption of payments. I find it hard to believe that I can talk to an apparently friendly and helpful Jeff Fannon on the phone and them get amazingly offensive letters loaded with threats. Let's straighten this out really quickly.

Our spri- (check that) winter meeting will be in New Haven the last weekend in February. Formal notification and details will follow. We really hope you can make it here as it would be very helpful.

Sincerely yours,  
Jeff Harris

